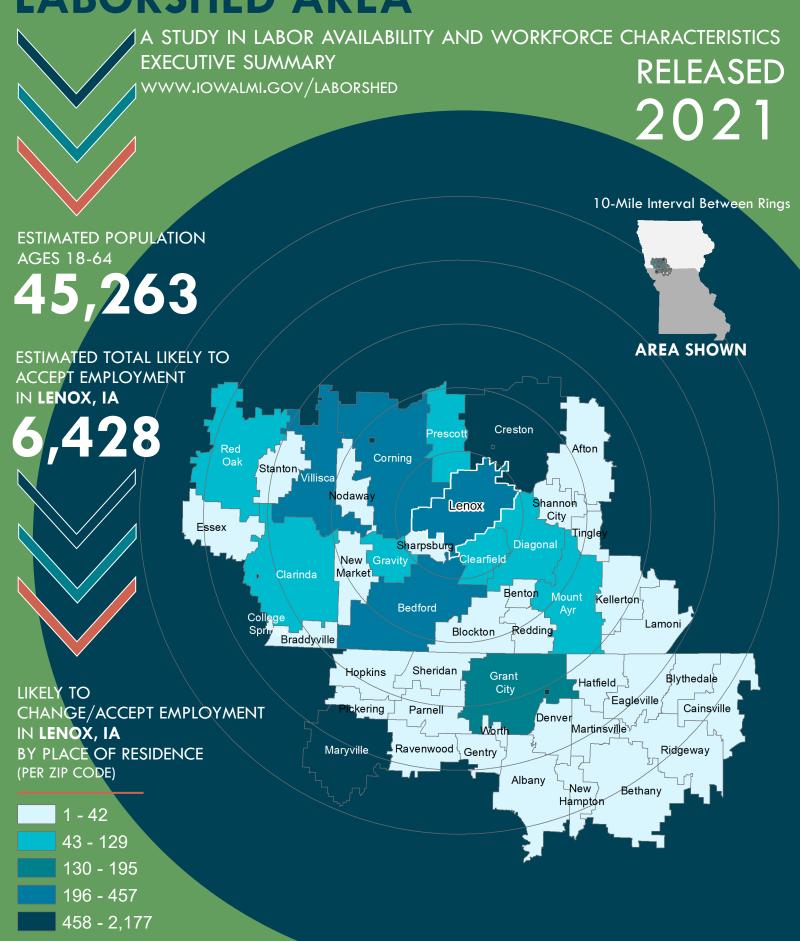
LENOX, IOWA

LABORSHED AREA



A Laborshed area is defined by its commuting pattern and illustrates which communities contribute to an employment center's workforce and at what level. To determine the boundaries of a Laborshed area, local employers supply the residential ZIP codes of each of their employees. The data in this publication reflects characteristics specific to the workforce in the Lenox Laborshed area.

The employed are currently commuting an average of—



LENOX LABORSHED ANALYSIS

EMPLOYMENT STATUS (ESTIMATED TOTAL)*

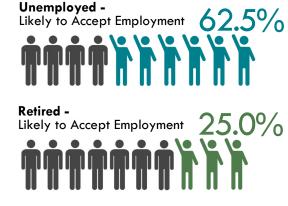
7.9% (3,576) *Unemployed
2.0% (905) Homemakers

4.9% (2,218) Retired

*Employment status is self-identified by the survey respondent. The unemployment percentage above does not reflect the unemployment rate published by the U.S. Bureau of Labor Statistics, which applies a stricter definition.



BREAKOUT OF THE EMPLOYED BY INDUSTRY (ESTIMATED TOTAL)



| TOP CURRENT BENEFITS OF THE FULL-TIME EMPLOYED | | | |
|--|-----------------------------|---------------|--|
| 4 | Health/Medical | 89.5% | |
| | Insurance | 07.5 /0 | |
| | Paid Holidays | 81.1% | |
| Ś | Pension/ | 70.40/ | |
| | Pension/ Retirement/401K | 7 7.4 % | |
| 7 | Life Insurance | | |
| | Dental Coverage | 75.2 % | |
| 0 | Vision Coverage | 72.3 % | |
| À | Paid Vacation | 71.8 % | |
| | Disability | 65.5% | |
| | Insurance | 05.5% | |
| 3 | Flex Spending | 51.3% | |
| 77 | Accounts | 51.3% | |
| R. | Prescription Drug | 47.5% | |
| -X | Coverage | 77.5% | |



Personal Services, 3.9% (1,504)

Entertainment & Recreation, 0.4% (154)

²Agriculture, Forestry, & Mining ⁴Transportation, Communications, & Utilities

^tTransportation, 4.2%(1,620)

Professional Services, 4.5% (1,735)

Construction, 6.3% (2,430)

(1,851)

4.8%

Finance,

EMPLOYED: LIKELY TO CHANGE

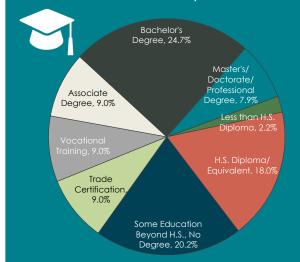
 An estimated 5,347 employed individuals likely to change their current employment situation for an opportunity in Lenox

Current occupational categories:

| Professional, Paraprofessional, Technical | |
|--|-------|
| Production, Construction, Material Moving | 28.2% |
| Service | 16.5% |
| Clerical | 8.2% |
| Managerial | 7.1% |
| Sales | 3.5% |
| Agricultural | 1.2% |

- Current median wages: \$
 - \$15.75/hour and \$57,000/year
 - \$21.90/hour attracts 66%
 - \$28.75/hour attracts 75%

• 79.8% have an education beyond HS



- 28.1% are actively seeking employment
- Most frequently identified job search resources:

| Internet | 66.3% | |
|-----------------------------|-------|-------|
| Networking | | 38.4% |
| Newspaper | | 37.2% |
| IowaWORKS Centers | | 36.0% |
| Private Employment Services | | 34.9% |

· Top sites:

Top newspapers:

indeed.com linkedin.com facebook.com lowaWorks.aov

NEWS

The Des Moines Register Creston News Advertiser Omaha World Herald

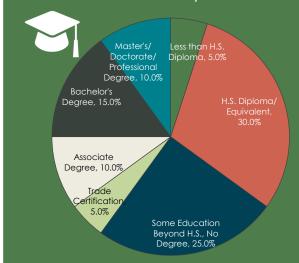
- Commute:
 - · Currently commuting an average of 14 miles/18 minutes (one-way) to work
 - · Willing to commute an average of 29 miles/36 minutes (one-way) to work

UNEMPLOYED: LIKELY TO ACCEPT

- An estimated 193 unemployed individuals are likely to accept employment in Lenox
- Former occupational categories:

Production, Construction, Material Moving 33.3% Professional, Paraprofessional, Technical 22.2% 22.2% Managerial 11.1% Clerical 5.6% Sales 5.6%

- Median wages: **\$**
 - \$14.00/hour lowest willing to accept
 - \$18.00/hour attracts 66%
 - \$20.00/hour attracts 75%
- 65.0% have an education beyond HS



- 60.0% are actively seeking employment
- Most frequently identified job resources:



Top sites:

indeed.com linkedin.com Government Web sites

• Top newspapers:

NEWS * insufficient survey data to report

- Willing to commute an average of 27 miles/32 minutes (one-way) to work







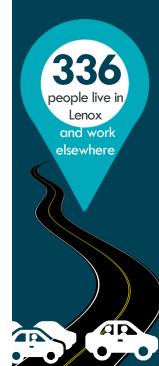
The Laborshed survey collects information regarding the out commute for an employment center.

The out commute for Lenox is estimated at 32.5 percent approximately 336 people living in Lenox work in other communities.

Most of those who are out commuting are working in Creston and Corning.

Over one-quarter (26.9%) of out commuters are likely to change employment (approximately 90 people).

50.0% earn an annual salary median salary is \$53,000/year 34.6% earn an hourly wage median wage is \$21.50/hour



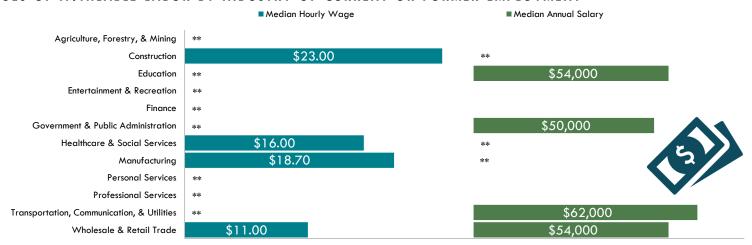
EDUCATION OF AVAILABLE LABOR BY INDUSTRY OF CURRENT OR FORMER EMPLOYMENT

Data on this page is specific to only those survey respondents that reported they are likely to change or accept employment.

| Industry | Education Beyond HS | Some Education Beyond HS, No Degree Obtained | Trade Certification/ Vocational Training | Associate Degree | Bachelor's Degree or Above | |
|------------------------------|------------------------|--|---|---------------------|----------------------------|--|
| Agriculture | ** | ** | ** | ** | ** | |
| Construction | 57.1% | 0.0% | 14.3% | 0.0% | 42.8% | |
| Education | 88.9% | 11.1% | 11.1% | 11.1% | 55.6% | |
| Entertainment & Recreation | ** | ** | ** | ** | ** | |
| Finance | 100% | 20.0% | 0.0% | 20.0% | 60.0% | |
| Government | 83.3% | 16.7% | 8.3% | 16.7% | 41.6% | |
| Healthcare & Social Services | 87.5% | 6.3% | 31.2% | 6.3% | 43.7% | |
| Manufacturing | 72.2% | 44.4% | 5.6% | 5.6% | 16.6% | |
| Personal Services | ** | ** | ** | ** | ** | |
| Professional Services | 80.0% | 0.0% | 0.0% | 20.0% | 60.0% | |
| Transportation | 55.6% | 11.1% | 11.1% | 11.1% | 22.3% | |
| Wholesale & Retail Trade | 71.4% | 25.0% | 14.3% | 10.7% | 21.4% | |

Top percentages among industries per education level are highlighted in the table. **Insufficient survey data/refused

WAGES OF AVAILABLE LABOR BY INDUSTRY OF CURRENT OR FORMER EMPLOYMENT



^{**}Insufficient survey data/refused. A lack of data for a particular industry is not necessarily indicative that there were no (or few) individuals surveyed within that industry. Rather, it may be that there simply were no respondents within that industry that also reported that they are likely to change or accept employment.

Note: A wide variety of occupations are included within these industry categories. Industry classification is based upon the respondent's reported current or former employer. Two respondents that work for a manufacturer will be classified within the manufacturing industry even if, for example, one respondent is a custodian and the other is an accountant.

UNDEREMPLOYMENT

The underemployed are working fewer than 35 hours per week but desire more hours (**inadequate hours**); in positions that do not meet their skill or education level, or have worked for higher wages at previous employment (**mismatch of skills**); or are earning wages equal to or less than the national poverty level and work 35 or more hours per week (**low income**).

| | Percent Surveyed | Estimated Total | | Percent Surveyed | Estimated Total |
|------------------|---------------------|--------------------|------------------------|---------------------|--------------------|
| Inadequate Hours | 1.0% | 53 | Mismatch of Skills | 4.7% | 251 |
| S Low Income | 0.2% | 11 | \(\sum_{\tau}\) †Total | 5.7% | 305 |

†Individuals may be underemployed for more than one reason but are counted only once for total estimated underemployment.

Note: To be counted as underemployed in any category an individual must be currently employed and likely to change their current employment situation.



